

Message Text

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PAGE 01 MEXICO 07344 280144Z

16-12

ACTION H-03

INFO OCT-01 ARA-10 ISO-00 EB-05 RSC-01 DRC-01 /021 W

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R 272341Z SEP 73

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 8206

UNCLAS MEXICO 7344

E.O. 11652: N/A

TAGS: BTRA, MX

SUBJ: TRAVEL AND ASSISTANCE: MR. STANLEY KELLERT

REF: STATE 190834

1. PLEASE ADVISE SENATOR JOHN STENNIS THROUGH CONGRESSIONAL RELATIONS THAT MR. STANLEY KELLERT, REPRESENTING I.C. ISAAC & CO., CONTACTED EMBASSY UPON ARRIVAL IN MEXICO CITY. HE WAS FULLY BRIEFED ON CURRENT DENIM SITUATION IN MEXICO. EMBASSY OVER PAST SEVERAL MONTHS HAS RECEIVED SCORES OF US BUSINESSMEN FACING SAME PROBLEM AS ISAACS & CO. LONG-STANDING GOM POLICY IS TO ALLOCATE COTTON QUOTAS TO MAJOR DOMESTIC PRODUCERS WHO IN TURN SUPPLY THEIR TRADITIONAL BUYERS IN THE US. AMERICAN FIRMS WHICH IN PAST YEARS NOT PURCHASERS ON MEXICAN MARKET HAVE ALMOST NO CHANCE OF OBTAINING TEXTILES AT THIS LATE DATE.

2. DESPITE ABOVE, EMBASSY CONTACTED DIRECTOR OF TEXTILE DIVISION, SECRETARIAT OF INDUSTRY AND COMMERCE, LIC. DANIEL BASULTO, AND INQUIRED WHETHER IT POSSIBLE FOR GOM TO GRANT ALLOTMENT TO TEXTILES TALAMAS (SALTILLO). BASULTO SAID HE WAS ALREADY FULLY COGNIZANT OF ISAACS & CO.'S DILEMMA IN THAT HE HAD BEEN APPROACHED BY FIRM WHILE IN WASHINGTON LAST WEEK. HE TOLD ISAACS & CO'S REPRESENTATIVE AT THAT TIME THAT IT WAS IMPOSSIBLE TO GRANT ALLOTMENT TO TEXTILE TALAMAS BECAUSE QUOTA FOR DENIM, INCLUDING CARRY-OVER AND SWING PROVISIONS WAS FULLY ALLOCATED FOR REMAINDER OF TEXTILE YEAR, ENDING APRIL 30, 1974. HE EXPRESSED SUPRISE THAT MR. KELLERT WAS IN MEXICO CITY ATTEMPTING APPLY VARIETY OF PRESSURES ON HIS OFFICE. HE SAID THAT IF ISAACS & CO. WISHED TO APPLY

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PAGE 02 MEXICO 07344 280144Z

POLITICAL PRESSURE IT HAD BETTER AIM THEM AT USG. ONLY

SOLUTION TO COMPANY'S PROBLEM, ACCORDING TO BASULTO, WOULD BE FOR USG TO GRANT MEXICO SPECIAL ONE-TIME INCREASE IN DENIM QUOTA. HE ADDED THAT THERE IS SUFFICIENT MEXICAN PRODUCTION TO MEET ANY INCREASE PERMITTED BY USG.

3. MR. KELLERT ADVISED OF RESULTS APPROACH TO BASULTO. MORE-OVER, EMBASSY SUGGESTED HE CONTACT MAJOR MEXICAN MANUFACTURERS OF DENIM WHO HAVE QUOTA ALLOTMENTS IN ORDER EXPLORE POSSIBILITY OF DIVERTING SOME PRODUCTION FROM OTHERS US BUYERS WITH LESS IMMEDIATE NEED THAN THREE MISSISSIPPI PLANTS. EMBASSY PROVIDED HIM NAMES MOST LIKELY PROSPECTS TO CONTACT. MR. KELLERT DEPARTED MEXICO WITHOUT INFORMING EMBASSY OF RESULTS OF HIS ENDEAVORS.

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